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## PREFACE

The Foreign Agricultural Service publishes this Food and Agricultural Export Sales Directory as a guide for those interested in contact points within FAS and other agencies. The 1982 edition updates the previous staff and organizational listings and includes condensed descriptions of most organizations. Further details, usually in published form, are available from the listed organizations.

For single copies of this directory, write or call the Export Promotion Division, State/Trade Coordination Branch, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945-South Building, Washington, D.C. 20250. Telephone: (202) 447-2423.

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# FOOD AND AGRICULTURAL EXPORT DIRECTORY

1982

## INTRODUCTION

The Food and Agricultural Export Directory provides up-to-date listings and information for firms engaged in exporting. It also identifies agencies that can be of help to those who wish to enter the growing foreign market for U.S. agricultural products.

U.S. agricultural exports are expected to reach \$42.5 billion in FY 1982, a record level. The United States ranks as the world's largest agricultural exporter, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices.

Bulk commodities make up the majority of U.S. overseas sales, but there has been significant growth during this decade in U.S. exports of consumer food products. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

This directory lists Federal and State agencies, trade associations, and other entities offering advice and services in exporting all types of agricultural and food products.

The U.S. Department of Commerce is responsible for programs involving agricultural machinery, equipment, veterinary supplies, and other noncommodity items. Further information on programs offered for exporters of such items may be obtained from the United States Commercial Service, Information Center, Room 1322, 14th Street and Constitution Avenue, N.W., Washington, D.C. 20230. Telephone: (202) 377-2107.



## THE FOREIGN AGRICULTURAL SERVICE

The United States maintains a global system for gathering and assessing information on world agriculture and trade. This enables American agriculture to market abroad advantageously, and it helps American consumers obtain food products they need from other countries. Coordinating these global activities is the responsibility of the Foreign Agricultural Service (FAS), which was established March 10, 1953, as an agency of the U.S. Department of Agriculture. FAS was created from the Office of Foreign Agricultural Relations, a USDA agency engaged in the analysis and reporting of foreign agricultural intelligence. Since its formation, FAS has also been the center for activities related to the development, expansion, and maintenance of export markets for U.S. agricultural commodities.

		<u>AREA CODE (202)</u>
Administrator	Richard A. Smith	447-3935
Associate Administrator	Leo Mayer	447-5691
General Sales Manager and Associate Administrator	Melvin E. Sims	447-5173
Assistant General Sales Manager and Assistant Administrator, Export Credits	James E. Ross	447-6301
Assistant Administrator, Foreign Market Development	Jimmy D. Minyard	447-4761
Assistant Administrator, International Trade Policy	Rolland E. Anderson	447-6887
Assistant Administrator, International Agricultural Statistics	Richard J. Cannon	447-7233
Assistant Administrator, Foreign Agricultural Affairs	Larry F. Thomasson	447-6138
Assistant Administrator, Management	Louis G. Davis	447-3833
Assistant to the Administrator (Audit)	John J. Hudgins	447-7631



Legislative Assistant	Jane "Jhani" L. Laopus	447-6829
Assistant to the Associate Administrator	John M. Beshoar	447-7731
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Director	J. Don Looper	447-3448
Assistant Director	Wallace A. Lindell	447-7115
Publications Distribution Branch, Chief	J. Don Looper	447-3448
Copy/Creative Branch, Chief	Geraldine Schumacher	382-9444
Information Services Staff, Head	Sally Turett	447-7937

INTERNATIONAL AGRICULTURAL STATISTICS (IAS)

Commodity statistical analysts provide scheduled estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy numbers. These data forecasts are supported by remote sensing techniques as well as weather-related analyses of foreign crop conditions.

The Statistical Program Unit, IAS, also provides agribusinesses with information on U.S. and foreign trade, prices, and economic indicators. Information and data are available from this unit through mailed publications and an electronic distribution system.

ASSOCIATE ADMINISTRATOR  
(Leo V. Mayer)

Office of the Assistant Administrator

Assistant Administrator	Richard J. Cannon	447-7233
Deputy Assistant Administrator	Jimmy D. Murphy	447-5404

Report and Project Office

Director	Eldon Hildebrandt	382-1035
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Trade and Economic Information Division

Director	Dewain Rahe	382-9017
----------	-------------	----------

Export Sales Reporting Division

Director	Richard Finkbeiner	447-5651
----------	--------------------	----------

Foreign Production Estimates Division

Director	Gerald A. Bange	382-8888
----------	-----------------	----------

Data Systems Division

Director	Lloyd Fleck	447-5255
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Foreign Crop Condition Assessment  
Division

Director	James Hickman (713)	488-9780 (HOUSTON)
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## COMMODITY PROGRAMS

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to anyone interested in foreign trade.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

### Dairy, Livestock, and Poultry Division

Director	Bryant Wadsworth	447-8031
Deputy Director for Marketing	Harold Sanden	447-3899
Deputy Director for Analysis	Carol Harvey	447-7217

### Grain and Feed Division

Director	Donald J. Novotny	447-6219
Deputy Director for Marketing	Frank Piason	447-4168
Deputy Director for Analysis	James Parker	447-7700

### Horticultural and Tropical Products Division

Director	Gilbert Sindelar	447-6590
Deputy Director for Marketing	Richard Schroeter	447-7931
Deputy Director for Analysis	Edmond Missiaen	382-8895

### Oilseeds and Products Division

Director	Philip L. Mackie	447-7037
Deputy Director for Marketing	Leon G. Mears	447-8809
Deputy Director for Analysis	Richard T. McDonnell	447-5710

### Tobacco, Cotton, and Seeds Division

Director	Glenn R. Samson	382-9516
Deputy Director for Marketing	Kenneth Howland	382-9518
Deputy Director for Analysis	Gordon Lloyd	382-9523

## INTERNATIONAL TRADE POLICY

The objectives of FAS' trade policy include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; commodity issues that arise in international organizations and other forums; and trade negotiations. In addition, market development activities are supported by providing economic data and analysis (tariff rates, nontariff barriers, and statements on trade conditions.)

To watch foreign governmental actions that affect the market for U.S. farm products, FAS relies primarily on its agricultural Counselors and Attaches. Special offices are maintained at the headquarters of the European Community in Brussels, Belgium, and at the international negotiations center in Geneva, Switzerland. FAS also maintains contacts with the Food and Agricultural Organization (FAO) of the United Nations in Rome.

In Washington, a staff of international trade specialists analyzes the activities of international trade conducted under the rules of the General Agreement on Tariffs and Trade (GATT), as well as trade conducted under regional economic organizations and bilateral agreements. During international negotiations, FAS provides the staff and support work for U.S. agricultural representation.

Specific inquiries should be directed to:

Assistant Administrator for Trade Policy  
Foreign Agricultural Service  
United States Department of Agriculture  
Washington, D.C. 20250

Telephone: (202) 447-6887

## EXPORT CREDITS

### THE PUBLIC LAW 480 (food aid)

The Public Law 480 program, (also called the Food for Peace Program), Titles I, II, and III, allows FAS to provide concessional and commercial financing for the agricultural products purchased by some countries. P.L. 480 is aimed at long-range improvement in the economies of developing countries.

Title I, the concessional sales part of P.L. 480, provides for low-interest, long-term credit to recipients of U.S. farm commodities. Payment is made in dollars, and proceeds from sales in commercial channels are used by the recipient country for agricultural self-help measures and general economic development.

In addition, Title II of P.L. 480 provides for direct donations of U.S. farm products in cases of natural disaster or other crises and through voluntary relief agencies and the multilateral World Food Program.

New provisions under Title III, added by the International Development and Food Assistance Act of 1977, permit multiyear programming and loan leniency, provided the recipient country undertakes specific agricultural and economic development activities for commodities delivered under the Title I agreements.

### CCC Commercial Financing:

The Commodity Credit Corporation has one guarantee program generating commercial rather than concessional financing. Under this program, the Export Credit Guarantee Program (GSM-102), foreign buyers purchase U.S. farm commodities from private U.S. exporters and U.S. banks provide financing at commercial rates of interest for up to 3 years. CCC's guarantee protects the U.S. bank in case of default under a letter of credit issued by the foreign buyer's bank.

CCC makes guarantees available for transactions where exports would not be made without of the program. The CCC program is particularly helpful in opening new markets, preserving or increasing the U.S. share of existing markets, and preventing a decline in the U.S. share or loss of a market.

Additional information may be obtained from:

Assistant Administrator for Export Credits  
Foreign Agricultural Service  
United States Department of Agriculture  
Room 4073 - South Building  
Washington, D.C. 20250

Telephone: (202) 447-6301

## FOREIGN MARKET DEVELOPMENT

One of the most important services a U.S. farmer, cooperative, or company needs is good marketing. FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. product entering world trade is promoted by one of FAS' market development activities, which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State agriculture departments and their regional associations. In addition, a variety of promotional and trade servicing operations are performed by FAS itself.

<u>Assistant Administrator</u>	Jimmy D. Minyard	447-4761
Deputy Assistant Administrator	David R. Strobel	447-2705
Assistant to the Assistant Administrator	Robert E. Mannion	447-7927
Assistant to the Assistant Administrator	Edward B. Liebe	382-9172

### Export Promotion Division

Director	William L. Scholz	447-6343
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#### Minority and Small Business Enterprise

Marketing Specialist	Dugger Harris	475-3417
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#### Representation and Foreign Visitors Staff

Chief	Louis McElroy	447-6725
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#### State/Trade Coordination Branch

Chief, TORS Coordinator (Export Briefs/CONTACTS)	Lyle E. Moe	447-7103
State/Trade Coordinator	John A. Glew	447-2423
New Products Testing System Coordinator	(VACANT)	447-2423

Foreign Market Development (Continued)

Program Development and Operations Branch

Chief	Gordon S. Nicks	447-3031
Trade Office Staff, Coordinator	Frank L. Waddle	475-3408

Forest Products Staff

Director	Vernon L. Harness	382-8138
Analysis	William J. Hoffmeier	382-1296
Marketing	Larry L. Blum	382-9331

Planning and Evaluation Division

Director	Robert Svec	447-4327
Program Evaluation Branch, Chief	Robert Wicks	447-5521
Program Planning Branch, Chief	*Robert Svec	447-2375
Program Services Branch, Chief	Richard E. Passig	447-6713



## FOREIGN AGRICULTURAL AFFAIRS

Agricultural counselors, attaches, agricultural trade officers, and other FAS officers assigned to U.S. embassies and consulates around the world play a key role in gathering global information so vital to U.S. agricultural trade. Originally assigned to the U.S. Department of Agriculture, the attaches were transferred to the Department of State by Executive Order in 1939. The Agricultural Act of 1954 (P.L. 690), approved August 28, 1954, provided for the attache service to be a part of the Foreign Agricultural Service of USDA.

		<u>AREA CODE (202)</u>
Assistant Administrator, Agricultural Affairs	Larry F. Thomasson	447-6138
Deputy Assistant Administrator, Agricultural Affairs	Richard S. Welton	447-3253
Assistant to Assistant Administrator	(VACANT)	447-7928
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Europe (Non EC Countries)	Robert McConnell	447-2144
Europe (EC Countries)	Norman Pettipaw	447-6083
Western Hemisphere	James Brock	447-2690
East Asia and Pacific	Cline Warren	447-7053
Near East, South Asia, and Africa	John DeCourcy	447-6472

AGRICULTURAL COUNSELOR AND ATTACHE SERVICE

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>ARGENTINA, Buenos Aires</u> (also Uruguay & Paraguay) American Embassy 4300 Colombia, 1425  Tel: 774-7611/8811/9911 Direct Line: 774-0962	Lawrence E. Hall Agricultural Attache	Telex: 18156 USICA American Embassy APO Miami 34034
<u>AUSTRALIA, Canberra</u> American Embassy Moonah Place Canberra, A.C.T. 2600  Tel: 73-3711	Brice K. Meeker Agricultural Counselor	Telex: AA62104 American Embassy APO San Francisco 96404
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<u>BANGLADESH, Dacca</u> American Embassy Adamjee Court Bldg., 5th floor Montijheel Commercial Area G.P.O. Box 323, Ramna  Tel: 244220 thru 29	Robert W. Johnson Agricultural Attache	-----
<u>BELGIUM, Brussels</u> (also Luxembourg) American Embassy 27 Blvd. du Regent B-1000 Brussels  Tel: 513-3830	James F. Lankford Agricultural Counselor	Telex: 846-21336 American Embassy APO New York 09667

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
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Tel: 513-4450		
<u>BRAZIL, Brasilia</u> American Embassy Avenida das Nacoes, Lote No. 3	G. Stanley Brown Agricultural Counselor	Telex: 061-1091 American Embassy APO Miami 34030
Tel: 223-0120		
<u>BRAZIL, Rio de Janeiro</u> American Consulate General Avenida Presidente Wilson, 147	Joseph F. Somers Agricultural Officer	Telex: 021-21466 AmConGen RDJ, APO Miami 34030
Tel: 292-7117 x 250		
<u>BRAZIL, Sao Paulo</u> U.S. Trade Center Chaves, Avenida Paulista 2439	John T. Hopkins Agricultural Officer	Telex: 011-22183 AmConGen SP, APO Miami 34030
Tel: 881-6511		
<u>CANADA, Ottawa</u> American Embassy 100 Wellington Street, K1P 5T1	Alexander Bernitz Agricultural Counselor	Telex: 0533582 American Embassy P.O. Box 5000 Ogdensburg, N.Y. 13669
Tel: 238-5335		
<u>CHILE, Santiago</u> American Embassy Codina Bldg. 1343 Agustinas	Lawrence R. Fouchs Agricultural Attache	Telex: 40062-ICA-CL American Embassy APO Miami 34033
Tel: 710133/90 and 710326/75		

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>CHINA, THE PEOPLE'S REPUBLIC OF, Beijing</u> American Embassy Xiu Shui Dong Jie 2	Jerome M. Kuhl Agricultural Counselor	American Embassy Box 50 FPO San Francisco 96659

Tel: 523-589

PERSONAL MAIL ONLY (TO CHINA)

Address to: Department of State, Washington, D.C. 20520

<u>COLOMBIA, Bogota</u> American Embassy Calle 37, 8-40	Lloyd I. Holmes Agricultural Counselor	Telex: 44843 American Embassy APO Miami 34038
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Tel: 285-1300

<u>COSTA RICA, San Jose</u> (also Panama) American Embassy Avenida 3 and Calle 1	Franklin D. Lee Agricultural Attache	American Embassy APO Miami 34020
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Tel: 33-11-55

<u>DENMARK, Copenhagen</u> (also Norway) American Embassy Dag Hammarskjolds Alle 24	Edmund L. Nichols Agricultural Counselor	Telex: 22216 American Embassy APO New York 09170
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Tel: 42-31-44

<u>DOMINICAN REPUBLIC, Santo Domingo</u> (also Antigua, Bahamas, Dominica, French West Indies, Haiti, Jamaica, Montserrat, Nevis, St. Kitts) American Embassy Corner of Calle Cesar Nicolas Penson and Calle Leopoldo Navarro	Marvin L. Lehrer Agricultural Attache	Telex: 3460013 American Embassy APO Miami 34041
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Tel: 682-2171

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<u>EGYPT, Arab Republic of, Cairo</u> American Embassy 5 Sharia Latin America,  Tel: 28219, 774666	Verle E. Lanier Agricultural Counselor	Telex: 93773 American Embassy Box 22, FPO New York 09527
<u>FRANCE, Paris</u> American Embassy 2 Avenue Gabriel, 75382 Paris Cedex 08  Tel: 261-8075	Frank A. Padovano Agricultural Counselor	Telex: 650221 American Embassy APO New York 09777
<u>GERMAN DEMOCRATIC REPUBLIC</u> <u>Berlin</u> American Embassy 108 Berlin, Neustaedtische Kirchstrasse 4-5 USBER Box E  Tel: 2202741	Steven D. Yoder Agricultural Attache	Telex: 112479 USEMB D American Embassy USBER, Box E APO New York 09742
<u>GERMANY, Federal Republic</u> <u>Bonn</u> American Embassy Delchmannsaue, 5300 BONN 2  Tel: 895500	Richard L. Barnes Agricultural Counselor	Telex: 885-452 American Embassy Box 385 APO New York 09080

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>GREAT BRITAIN AND NORTHERN IRELAND</u> (See UNITED KINGDOM)		
<u>GREECE, Athens</u> American Embassy 8 Makedonon Street  Tel: 712-2951	Gerald W. Shelden Agricultural Counselor	Telex: 21-5548 American Embassy APO New York 09253
<u>GUATEMALA, Guatemala City</u> (also Belize, El Salvador, Honduras, and Nicaragua) American Embassy 7-01, Avenida de la Reforma Zona 10  Tel: 31-15-41	Robert R. Anlauf Agricultural Attache	American Embassy APO Miami 34024
<u>HONG KONG</u> American Consulate General 26 Garden Road  Tel: 239-011	George E. Heslop Agricultural Officer	AmConGen Box 30 FPO San Francisco 96659
<u>INDIA, New Delhi</u> (also Nepal and Sri Lanka) American Embassy Shanti Path, Chanakyapuri 21  Tel: 690351	W. Garth Thorburn Agricultural Counselor	Telex: USCS IN 031- 4589 -----
<u>INDONESIA, Jakarta</u> American Embassy Medan Merdeka Selatan 5  Tel: 340001/9	George J. Pope Agricultural Counselor	Telex: 44218 AMEMB JKT American Embassy Box 1 APO San Francisco 96356
<u>IRAN, Tehran</u>		

The U.S. severed diplomatic relations with Iran on April 7, 1980.

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>IRELAND, Dublin</u> American Embassy 42 Elgin Road Ballsbridge	Margaret A. Mason (ETA 10/82) Agricultural Attache Frank A. Coolidge (ETD 10/82)	Telex: 5240 -----
Tel: DUBLIN 688777		
<u>ISRAEL, Tel Aviv</u> (also Cyprus and Turkey) American Embassy 71 Hayarkon Street	Alfred R. Persi Agricultural Attache	Telex: 33376 American Embassy APO New York 09672
Tel: 654338		
<u>ITALY, Rome</u> American Embassy Via Veneto 119/A, 00187 ROME	James P. Rudbeck Agricultural Counselor	Telex: 614437 American Embassy APO New York 09794
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<u>U.S. Mission to the Food and Agriculture Organization (FAO)</u> American Embassy, Rome	George J. Dietz Agricultural Attache	American Embassy APO New York 09794
Tel: (06) 4674 ext. 472		
<u>American Consulate General Milan</u> Piazza della Repubblica 32, 20124 Milano	Harold Rabinowitz Agricultural Officer	Telex: 330208 AmConGen Box M APO New York 09794
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<u>IVORY COAST, Abidjan</u> (also Liberia, Guinea, Senegal, Sierra Leone, Zaire) American Embassy 5 Rue Jesse Owens 01 B.P. 1712	Walter A. Stern (ETA 11/82) Agricultural Attache James M. Benson (ETA 11/82)	Telex: 3660 -----
Tel: 32-09-79		



<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
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<u>KENYA, Nairobi</u> (also Tanzania and Zambia) American Embassy P.O. Box 30137 Eliot Street	Harold L. Norton Agricultural Attache	Telex: 22964 American Embassy APO New York 09675
Tel: 334141		
<u>KOREA, Seoul</u> American Embassy 82 Sejong-Ro; Chongro Ku	James K. Freckmann Agricultural Counselor	Telex: AMEMB 23108 American Embassy APO San Francisco 96301
Tel: 722-2601		
<u>LEBANON, Beirut</u> American Embassy Corniche at Rue Ain Mreisseh P.O. Box 110301 Avenue de Paris	Pitamber Devgon Agricultural Attache (Resident in Syria)	-----
Tel: 361-800 and 361-964		
<u>MALAYSIA, Kuala Lumpur</u> (also Brunei) American Embassy A.I.A. Bldg., P.O. Box #35 Jalan Ampang	Daniel B. Conable Agricultural Attache	-----
Tel: 26321		
<u>MEXICO, Mexico City, D.F.</u> American Embassy Paseo de la Reforma 305 Mexico 5, D.F.	John E. Montel Agricultural Counselor	Telex: 017-73-091 & 017-75-685 -----
Tel: (905) 553-3333		

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MOROCCO, Rabat (also Algeria, Libya, Tunisia) American Embassy Ave de Marrakech P.O. Box 120  Tel: 622-65	Forrest Geerken Agricultural Attache	Telex: 31005 American Embassy APO New York 09284
<u>NETHERLANDS, The Hague</u> American Embassy Lange Voorhout 102  Tel: 62-49-11	Clarence V. Jean Agricultural Counselor	Telex: (044) 31016 American Embassy APO New York 09159
<u>NEW ZEALAND, Wellington</u> American Embassy 29 Fitzherbert Terrace Thorndon  Tel: 722-068	L. Ben Thompson Agricultural Attache	Telex: NZ 3305 American Embassy FPO San Francisco 96690
<u>NIGERIA, Lagos</u> (also Ghana and Cameroon) American Embassy 2 Eleke Crescent P.O. Box 554  Tel: 681-412	Christopher E. Goldthwait Agricultural Attache	Telex: 21670 USEMLA NG -----
<u>NORWAY, Oslo</u> American Embassy Drammensveien 18, Oslo 1  Tel: 566880	John J. Reddington Agricultural Counselor (Resident in Copenhagen)	Telex: 18470 American Embassy APO New York 09085
<u>PAKISTAN, Islamabad</u> American Embassy Temporary Located in AID/UN Bldg. P.O. Box 1048  Tel: 24071	Charles M. Clendenen Agricultural Attache	Telex: 82-05-864 -----

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
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<u>PHILIPPINES, Manila</u> American Embassy 1201 Roxas Boulevard  Tel: 598-011	John E. Riesz Agricultural Counselor	Telex: 722-7366 American Embassy APO San Francisco 96528
<u>POLAND, Warsaw</u> American Embassy Aleje Ujazdowskie 29/31  Tel: 283041-9	Guy L. Haviland (ETA 1/83) Agricultural Counselor Steve Washenko (ETD 1/83) Agricultural Attache	Telex: 813304 AMEMB PL AmEmbassy of Warsaw c/o AmConGen APO New York 09757
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<u>SOUTH AFRICA, Pretoria</u> (also Lesotho, Botswana, Swaziland, Zimbabwe) American Embassy/Thibault House 225 Pretorius Street  Tel: 28-4266	John A. Williams (ETA 1/83) Agricultural Attache Guy L. Haviland (ETD 1/83) Agricultural Counselor	Telex: 3-751 -----
<u>SPAIN, Madrid</u> American Embassy Serrano 75  Tel: 276-3400/3600	Fred W. Traeger Agricultural Counselor	Telex: 27763 American Embassy APO New York 09285

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>SWEDEN, Stockholm</u> (also Finland) American Embassy Strandvagen 101  Tel: 63.05.20	William P. Huth Agricultural Attache	Telex: 12060, AMEMB S -----
<u>SWITZERLAND, Bern</u> American Embassy Jubilaeumstrasse 93 3005 Bern  Tel: 437011 Direct Line 437-276	Robert S. FitzSimmonds Agricultural Counselor	Telex: 32128 -----
<u>U.S. Mission to the European Office of the UN and Other International Organizations (GENEVA)</u> Mission Permanente Des Etats-Unis Route de Pregny, 11 1292 Chambesy-Geneva  Tel: 346031	Anthony N. Cruit Agricultural Counselor	Telex: 22103 USM 10 CH -----
<u>SYRIA, Damascus</u> (also Lebanon, Jordon and Iraq) American Embassy Abu Rumaneh, Al Mansur St. No. 2 P.O. Box 29  Tel: 332315, 352814, 330416	Pitamber Devgon Agricultural Attache	Telex: 11919 USDAMA SY -----
<u>TAIWAN</u> <u>AMERICAN INSTITUTE IN</u> <u>TAIWAN, (Taipei Office)</u> 7/9 Lane 134, Hsin Yi Road Section 3  Tel: 708-4151	Thomas A. Hamby Agricultural Officer	Telex: 23890 USTRAD American Institute In Taiwan P.O. Box 1612 Washington, D.C. 20013
<u>THAILAND, Bangkok</u> American Embassy 95 Wireless Road  Tel: 252-5040/5171	Robert C. Tetro Agricultural Attache	American Embassy APO San Francisco 96346

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>TURKEY, Ankara</u> American Embassy Paris Cad No. 30/3, Kavaklidere  Tel: 26-54-70	Alfred R. Persi Agricultural Attache (Resident in Tel Aviv)	American Embassy APO New York 09254
<u>UNION OF SOVIET SOCIALIST            REPUBLICS (U.S.S.R.), Moscow</u> American Embassy Ulitsa Chaykovskogo 19/21/23  Tel: 252-2451	Harlan J. Dirks Agricultural Counselor	Telex: 7760 USGSO SU American Embassy APO New York 09862
<u>UNITED KINGDOM, London</u> (Great Britain and Northern Ireland) American Embassy 24/31 Grosvenor Sq. W. 1A 1AE Tel: 499-9000	Turner L. Oyloe Agricultural Counselor	Telex: 266777 American Embassy Box 40 FPO New York 09510
<u>URUGUAY, Montevideo</u> (also Argentina and Paraguay) American Embassy Calle Lauro Muller 1776  Tel: 40-90-51 or 40-91-26	Lawrence E. Hall Agricultural Attache (Resident in Argentina)	American Embassy APO Miami 34035
<u>VENEZUELA, Caracas</u> (also Barbados, French Guiana, Grenada, Guyana, Netherlands Antilles, St. Lucia, St. Vincent, Surinam, Trinidad and Tobago) American Embassy Avenida Francisco de Miranda and Avenida Principal de la Floresta  Tel: 284-7111/6111	Harry C. Bryan Agricultural Counselor	Telex: 25501 ANEMB VE American Embassy APO Miami 34037
<u>YUGOSLAVIA, Belgrade</u> (also Bulgaria) American Embassy Kneza Milosa 50  Tel: 645655	Roger S. Lowen Agricultural Counselor	Telex: 11529 c/o AmEmbassy/Belgrade APO New York 09757

\* \* \* \* \*

SAMPLE MAILING DRESSESE

Below are the three accepted forms for addressing mail to an overseas post using the Agricultural Counselor of the American Embassy in Jakarta, as an example:

APO/FPO Address

Agricultural Counselor  
American Embassy  
Box 1  
APO San Francisco 96356

Department of State Pouch Address

Agricultural Counselor  
Jakarta  
Department of State  
Washington, D.C. 20520

International Address

Agricultural Counselor  
American Embassy  
Medan Merdeka Selatan 5  
Jakarta, Indonesia

NOTE: Show USEC or OECD after American Embassy where appropriate.

AGRICULTURAL TRADE OFFICES

The Agricultural Trade Act of 1978 directed the establishment of trade offices in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand inter national markets for U.S. agricultural commodities. Accordingly, these offices serve as centers for export sales promotions and contacts points for importers seeking to buy farm products from the United States. In addition to those already in operation, agricultural trade offices in China, Venezuela, and North and West Africa are scheduled to open shortly.

\* \* \* \* \* P O S T S A B R O A D \* \* \* \* \*

<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>BAHRAIN, Manama</u> American Embassy Shalkh Isa Road P.O. Box 26431  Tel: 714-151	Theodore Horoschak Agricultural Trade Officer	Telex: 9398 USATO BN American Embassy FPO New York 09526
<u>GERMANY, FEDERAL REPUBLIC OF</u> <u>Hamburg</u> American Consulate General Gr. Theaterstrasse 42 D2000 Hamburg 36  Tel: 341207	Jon Falck Agricultural Trade Officer	Telex: 02163970 ATO D c/o AmConGen APO New York 09215
<u>KOREA, Seoul</u> American Embassy 63, 1-Ka Eulchi-Ro Choong-Ku  Tel: 722-2601	Evans Browne III Agricultural Trade Officer	Telex: K25823 SOLATO American Embassy APO San Francisco 96301
<u>NIGERIA, Lagos</u> American Embassy 2 Eleke Crescent P.O. Box 554 Lagos, Nigeria  Tel: 681-412	John H. Davenport Agricultural Trade Officer	-----



<u>COUNTRY/CITY/ADDRESS</u>	<u>NAME AND TITLE</u>	<u>TELEX/APO/FPO POSTAL SERVICE</u>
<u>PEOPLE'S REPUBLIC OF CHINA</u> <u>Beijing</u> Xiu Shui Dong Jie 2 Beijing	James R. Brow Agricultural Trade Officer	American Embassy Box 50 FPO San Francisco 96659
Tel: 52-2033		
<u>SINGAPORE</u> American Embassy Room 1500, 15th Floor Liat Towers 541 Orchard Road Singapore 0923	James Y. Iso Agricultural Trade Officer	Telex: RS 25706 TRIWHT (ATTN: ATO) American Embassy FPO San Francisco 96699
Tel: 737-1233 or 734-1820		
<u>TUNISIA, Tunis</u> American Embassy 144 Avenue de la Liberte Tunis, Tunisia	Dale Good Agricultural Trade Officer	Telex: 13379 AMB TUN -----
Tel: 282-566		
<u>UNITED KINGDOM-London, England</u> American Embassy 47 Upper Grosvenor Street, W. 1 London	W. Lynn Abbott Agricultural Trade Officer	Telex: 266777 (ATTEN: ATO) American Embassy Box 40 FPO New York 09510
Tel: 499-0024		
<u>VENEZUELA, Caracas</u> American Embassy Los Palos Grandes, Tower C, 19th Floor, Centro Plaza, Avenida Francisco de Miranda Caracas 1060	Charles J. Larson Agricultural Trade Officer	American Embassy APO Miami 34037
Tel: 283-2599/283-2353		

## RELATED AGENCIES

### OFFICE OF TRANSPORTATION

In 1978, USDA consolidated its agricultural transportation activities under a new Office of Transportation (OT). OT is now the center for all transportation matters--domestically and internationally. OT develops transportation policies and programs and represents the interests of agriculture and rural communities with other Government agencies. In addition, OT supplies technical assistance and information, identifies barriers, and estimates adverse effects on transport systems in agriculture. It also administers a program of economic assistance and technical research and development. Further information may be obtained from:

Martin F. Fitzpatrick, Director  
Office of Transportation  
U.S. Department of Agriculture  
Room 1405-Auditors Building  
Washington, D. C. 20250

Telephone: (202) 447-3963

The International Transportation Service Branch of the Office of Transportation is headed by Thomas M. Poerstel, who can be reached on (202) 447-7481 or at the same address as above. This branch is concerned with aiding the development of new international markets in addition to the expansion of existing ones. The technical assistance offered by this branch is directed at assisting exporters with their transportation problems.

TRANSPORTATION SERVICE

AMERICAN ASSOCIATION OF PORT AUTHORITIES

1612 K Street, N.W., Suite 900  
Washington, D.C. 20006

Phone: (202) 331-1263

A corporate body whose members include all of the 70 major ports in the United States. It provides information.

AMERICAN TRUCKING ASSOCIATION

1616 P Street, N.W.  
Washington, D.C. 20036

Phone: (202) 797-5000

A national federation of 51 independent and autonomous state trucking associations that represent all classes and types of trucking operations, and 13 independent and autonomous conference, that represents a special classes or types of trucking operations.

ANIMAL AIR TRANSPORTATION ASSOCIATION

6180 S.W. 56th Court  
Davie, Florida 33314

Phone: (305) 944-8153

AATA serves as a forum for the people and organizations involved in this field and related services. It is a clearinghouse of information and ideas, and a means for making research needs known and for disseminating research findings.

ASSOCIATION OF AMERICAN RAILROADS

1920 L Street, N.W.  
Washington, D.C. 20036

Phone: (202) 293-4000

The central corresponding and research agency in railroad operation and maintenance, engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

## CIVIL AERONAUTICS BOARD

1825 Connecticut Avenue, N.W., Suite 1010  
Washington, D.C. 20428

Phone: (202) 673-5164

An independent regulatory agency that encourages the development of an effective air transportation system: Regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

## FEDERAL MARITIME COMMISSION

1100 L Street, N.W., Suite 10131  
Washington, D.C. 20573

Phone: (202) 523-5796

An independent agency that administers both the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

## INDUSTRY AGRICULTURE ADVISORY GROUP

1709 New York Avenue, N.W.  
Washington, D.C. 20006

Phone: (202) 626-4000

This group ensures a continuing dialogue between air carrier representatives and the agricultural community. In connection with the United States Department of Agriculture's Office of Transportation and the Department of Commerce, this group aims to ensure technical communication on the needs and requirements for efficient and effective air transportation of all agricultural products.

## U.S. MARITIME ADMINISTRATION U.S. DEPARTMENT OF TRANSPORTATION

Office of Marketing and Domestic Enterprise  
7th and D Streets, S.W., Suite 73021  
Washington, D.C. 20590

Phone: (202) 426-5750

An office that provides information and assistance in the use of ocean vessels for marketing, port and intermodal movements, and domestic water transportation. It has with regional and area offices in nine domestic marketing centers in the United States.

RELATED AGENCIES (Continued)

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

	AREA CODE (202)
ADMINISTRATOR	Harry C. Mussman 447-3668
Associate Administrator	James O. Lee, Jr. 447-3861
Deputy Administrator, (PPQ) Plant Protection and Quarantine	Harvey L. Ford 447-5601
Deputy Administrator, (VS) Veterinary Service	John K. Atwell 447-5193
Deputy Administrator for Management	Larry B. Slagle 447-5213
<u>INFORMATION DIVISION</u>	
Director	King F. Lovinger 447-3977
<u>BRANCHES</u>	
Chief, Veterinary Services	Larry Mark 447-6315
Chief, Plant Protection and Quarantine	Susan Hess 447-6190
Head, Special Projects Staff	Kenneth Goodrich 447-2371

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

VETERINARY SERVICES

447: AREA CODE (202)  
436: AREA CODE (301)

DEPUTY ADMINISTRATOR

John K. Atwell 447-5193

Associate Deputy Administrator Kenneth R. Hook 447-6835

Assistant Deputy Administrator  
International Programs Norvan L. Meyer 447-7593

Assistant to the Deputy  
Administrator Robert I. Brown 447-6631

Assistant to the Deputy  
Administrator John W. Walker 447-5945

Special Assistant to the  
Deputy Administrator Henry W. Harper 436-7382

National Brucellosis Eradication  
Program

Paul Becton 436-8144

National Program Planning Staffs

VACANT 436-8721

Animal Care Staff D. F. Schwindaman 436-7833

Cattle Diseases Staff Billy G. Johnson 436-8711

Import/Export Animals and  
Products David E. Herrick 436-8530

Program Services E. R. Mackery 436-8695

Sheep, Goat, Equine, and  
Ectoparasites Richard L. Rissler 436-8321

Swine and Poultry Diseases J. A. Downard 436-8438

Veterinary Biologics R. J. Price 436-8245

Assistant Deputy Administrator,  
Animal Health Programs

E. C. Sharman 436-8093

International Operations VACANT 436-8441

National Emergency Field  
Operations W. W. Buisch 436-8073

Technical Support H. A. McDaniel 436-8087

National Veterinary Services  
Laboratories, Ames, Iowa

Alfred Strating (515) 232-0250

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

PLANT PROTECTION AND QUARANTINE

447: AREA CODE (202)  
436: AREA CODE (301)

DEPUTY ADMINISTRATOR	Harvey L. Ford	447-5601
Associate Deputy Administrator	William F. Helms	447-4441
Assistant Deputy Administrator National Programs	D. S. Campbell	447-5283
Assistant Deputy Administrator International and Emergency Programs	G. G. Rohwer	447-7021
Assistant to the Deputy Administrator	R. B. Caffey	436-7633
Assistant to the Deputy Administrator	F. D. Myers	447-6907

NATIONAL PROGRAM PLANNING STAFF

Director	R. L. Williamson	436-8261
Associate Director	R. R. Backus	436-8261
Assistant Director	M. T. Pender	436-8261
Technology Analysis and Development Staff	H. E. Fairchild	436-8896
Field Operations Support Staff	P. G. Snyder	436-8295
Biological Assessment Support Staff	J. Lightfield	436-8367
Regulatory Services Staff	T. Lanier	436-8247
Plant Pest Survey and Detection Staff	R. L. Johnson	436-6404



ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

INTERNATIONAL AND EMERGENCY PROGRAMS

Coordinator International Programs	Shannon W. Wilson	436-8892
Coordinator Emergency Programs	B. Glenn Lee	436-6365

INTERNATIONAL PROGRAMS REGIONAL OFFICES

<u>REGIONAL I (Latin American Region)</u> Apartado Postal #815 Monterrey, Nuevo Leon, MX	G. E. Cavin Regional Director	011-52-83-48-20-55
------------------------------------------------------------------------------------------------	----------------------------------	--------------------

<u>REGIONAL II (Europe &amp; Africa)</u> Nassauplein 40A 2585 ED The Hague Netherlands	Alvin K. Chock Regional Director	(301) 436-8892
-------------------------------------------------------------------------------------------------	-------------------------------------	----------------

<u>REGIONAL III (Asia &amp; Pacific)</u> 908 Pacific News Building Agana, Guam 96910	Stanley S. Miyake Regional Director	(671) 477-9012
--------------------------------------------------------------------------------------------	----------------------------------------	----------------

NATIONAL PROGRAMS REGIONAL OFFICES

<u>NORTHEAST REGIONAL OFFICE</u> 505 South Lenoia Road Moorestown, New Jersey 08057	C. D. Nigro Regional Director	(609) 235-9120
-------------------------------------------------------------------------------------------	----------------------------------	----------------

<u>SOUTHEAST REGIONAL OFFICE</u> 3505 25th Avenue P.O. Box 3659 Gulfport, Mississippi 39503	D. F. Husnik Regional Director	(601) 683-1813
------------------------------------------------------------------------------------------------------	-----------------------------------	----------------

<u>SOUTH CENTRAL REGIONAL OFFICE</u> 2100 Boca Chica Boulevard Suite 400 Boca Chica Tower Building Brownsville, Texas 78521	W. H. Moore Regional Director	(512) 542-7231
-----------------------------------------------------------------------------------------------------------------------------------------	----------------------------------	----------------

<u>WESTERN REGIONAL OFFICE</u> 620 Central Avenue Building 2B Alameda, California 94501	Al Elder Regional Director	(415) 273-6041
--------------------------------------------------------------------------------------------------	-------------------------------	----------------

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

VETERINARY SERVICES REGIONAL OFFICES

NORTHERN REGIONAL OFFICE Building 12, GSA Depot Scotia, New York 12302	G. J. Fichtner Regional Director	(518) 370-5026
NORTH CENTRAL REGIONAL OFFICE 317 Inverness Way South Englewood, Colorado 80112	C. J. Nelson Regional Director	(303) 327-6012
SOUTHEASTERN REGIONAL OFFICE 700 Twiggs Street, Room 821 Tampa, Florida 33602	J. C. Jefferies Regional Director	(813) 228-2952
SOUTH CENTRAL REGIONAL OFFICE 221 Lancaster Avenue Fort Worth, Texas 76102	Robert Morgan Regional Director	(817) 870-5566
WESTERN REGIONAL OFFICE 245 E. Liberty Street Reno, Nevada 89501	E. G. Ongert Regional Director	(702) 784-5801

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

EXPORT OF LIVE ANIMALS AND LIVE POULTRY

EASTERN HEMISPHERE

(VACANT)  
Veterinary Services  
Animal & Plant Health Inspection Service  
U.S. Department of Agriculture  
Hyattsville, Maryland 20782  
Tel: (301) 436-8383

WESTERN HEMISPHERE

Dr. Alan E. George  
Veterinary Services  
Animal & Plant Health Inspection Service  
U.S. Department of Agriculture  
Hyattsville, Maryland 20782  
Tel: (301) 436-8383

REGION AND VETERINARIAN IN CHARGE

NORTHERN REGION

Dr. G. J. Fichtner  
Regional Director  
Building 12/Scotia Depot  
Scotia, New York 12302

Tel: (518) 370-5026  
FTS: 563-2346/2328

Illinois

Dr. Wayne Sanderson, Acting AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 3126  
Presidential Building, Room 601  
Springfield, Illinois 62708  
Tel: (217) 492-4104  
FTS: 955-4104

Maryland (Delaware and West Virginia)

Dr. I. H. Huff, AVIC  
USDA/APHIS, Veterinary Services  
6525 Belcrest Road  
Hyattsville, Maryland 20782  
Tel: (301) 436-8044  
FTS: 436-8044

Indiana

Dr. P. H. Kramer, AVIC  
USDA/APHIS, Veterinary Services  
5610 Crawfordsville Road, Suite 1000  
Indianapolis, Indiana 46224  
Tel: (317) 248-4132  
FTS: 331-4132

Massachusetts (Connecticut, Rhode Island,  
Maine, Vermont, and New Hampshire)

Dr. A. E. Decoteau, AVIC  
USDA/APHIS, Veterinary Services  
424 Trapelo Road, Building 134-N  
Waltham, Massachusetts 02154  
Tel: (617) 894-2400  
FTS: 839-7761

Michigan

Dr. Ronald M. Scott, AVIC  
USDA/APHIS, Veterinary Services  
300 South Walnut  
Lewis Cass Building  
Lansing, Michigan 48913  
Tel: (517) 377-1656  
FTS: 374-1656

Minnesota

Dr. D. W. Luchsinger, AVIC  
USDA/APHIS, Veterinary Services  
Metro Square Building  
7th & Robert Street, Room 1158  
St. Paul, Minnesota 55101  
Tel: (612) 725-7691  
FTS: 725-7691

New Jersey

Dr. J. E. Christy, AVIC  
USDA/APHIS, Veterinary Services  
2333 Whitehorse/Mercerville Rd.  
Suite 6  
Trenton, New Jersey 08619  
Tel: (609) 989-2255  
FTS: 483-2255

New York

Dr. W. F. Nape, AVIC  
USDA/APHIS, Veterinary Services  
80 Wolf Road, Suite 503  
Albany, New York 12205  
Tel: (518) 472-4477  
FTS: 562-4477

Ohio

Dr. D. R. Stauffer, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 264  
Pickerington, Ohio 43147  
Tel: (614) 469-5602  
FTS: 943-5602

Pennsylvania

Dr. J. W. Moore, AVIC  
USDA/APHIS, Veterinary Services  
2301 N. Cameron Street, Room 402  
Harrisburg, Pennsylvania 17110  
Tel: (717) 782-3442  
FTS: 590-3442

Virginia

Dr. A. W. Stichka, AVIC  
USDA/APHIS, Veterinary Services  
1100 Bank Street  
Richmond, Virginia 23219  
Tel: (804) 771-2774  
FTS: 925-2774

West Virginia

Dr. A. E. Crawford, AVIC  
USDA/APHIS, Veterinary Services  
4720 Brenda Lane, Bldg., #5  
Charleston, West Virginia 25312  
Tel: (304) 345-5725  
FTS: 924-1302

Wisconsin

Dr. A. R. McLaughlin, AVIC  
USDA/APHIS, Veterinary Services  
801 West Badger Road  
P.O. Box 8911  
Madison, Wisconsin 53708  
Tel: (608) 252-5208

NORTH CENTRAL REGION

Dr. Claude J. Nelson, Regional Director  
317 Inverness Way South  
Englewood, Colorado 80112  
Tel: (303) 837-6012  
FTS: 327-6012  
TELEX: 327-6464

Colorado

Dr. P. R. Henry, AVIC  
USDA/APHIS, Veterinary Services  
2490 W. 26th Avenue, Room 237  
Denver, Colorado 80211  
Tel: (303) 837-3481  
FTS: 327-3481

Iowa

Dr. P. A. Pickerill, AVIC  
USDA/APHIS, Veterinary Services  
Federal Building, Room 877  
210 Walnut Street  
Des Moines, Iowa 50309  
Tel: (515) 284-4140  
FTS: 862-4140

Kansas

Dr. Oscar F. Clabaugh, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 1518  
Topeka, Kansas 66601  
Tel: (913) 295-2840  
FTS: 752-2840

North Dakota

Dr. Harry W. Kinne, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 639  
Bismarck, North Dakota 58501  
Tel: (701) 255-4011, ext. 211  
FTS: 783-4211

Missouri

Dr. Robert B. Moody, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 1027  
Jefferson City, Missouri 65102  
Tel: (314) 636-3116  
FTS: 276-5547

South Dakota

Dr. Donald H. Person, AVIC  
USDA/APHIS, Veterinary Services  
200 W. Pleasant Drive  
Pierre, South Dakota 57501  
Tel: (605) 224-6186  
FTS: 782-5276

Montana

Dr. Raymond C. Patterson, AVIC  
USDA/APHIS, Veterinary Services  
Old Highway Building, Capitol Station  
Helena, Montana 59620  
Tel: (406) 449-540  
FTS: 584-5407

Utah

Dr. R. D. Hobbs, AVIC  
USDA/APHIS, Veterinary Services  
Chancellor Building, Suite 230  
Salt Lake City, Utah 84111  
Tel: (801) 524-5010  
FTS: 588-5012

Nebraska

Dr. Richard R. Bowen, AVIC  
USDA/APHIS Veterinary Services  
P.O. Box 81866  
Lincoln, Nebraska 68501  
Tel: (402) 471-5441  
FTS: 541-5441

Wyoming

Dr. Bernard C. Zecha, AVIC  
USDA/APHIS, Veterinary Services  
Federal Building  
P.O. Box 825  
Cheyenne, Wyoming 82001  
Tel: (307) 778-2220, ext. 2186  
FTS: 328-2186



SOUTH CENTRAL REGION

Dr. Robert Morgan, Regional Director  
Texas and Pacific Building  
221 W. Lancaster Avenue, Suite 310  
Ft. Worth, Texas 76102  
Tel: (817) 870-5566  
FTS: 728-5566

Arkansas

Dr. R. E. Thompson, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 3548  
Little Rock, Arkansas 72203  
Tel: (501) 378-5254  
FTS: 740-5254

Oklahoma

Dr. L. D. Konyha, AVIC  
USDA/APHIS, Veterinary Services  
A. P. Murrah Federal Bldg./Rm 566  
200 N.W. 5th Street  
Oklahoma City, Oklahoma 73102  
Tel: (405) 231-4335  
FTS: 736-4335

Louisiana

Dr. Robert D. Whiting, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 1391  
Baton Rouge, Louisiana 70821  
Tel: (504) 389-0436  
FTS: 687-0436

Texas

Dr. E. S. Cox, AVIC  
USDA/APHIS, Veterinary Services  
702 Colorado Street, Room 301  
Austin, Texas 78701  
Tel: (512) 397-5551  
FTS: 734-5551

New Mexico

Dr. G. S. Jacobsen, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 464  
Albuquerque, New Mexico 87103  
Tel: (505) 766-2573  
FTS: 474-2573

SOUTHEAST REGION

Dr. J. C. Jefferies, Regional Director  
700 Twiggs Street, Room 821  
Tampa, Florida 33601  
Tel: (305) 592-3211  
FTS: 826-2952

Alabama

Dr. M. A. Mixson, AVIC  
USDA/APHIS Veterinary Services  
P.O. Box 36107  
Montgomery, Alabama 36107  
Tel: (205) 832-7350  
FTS: 534-7141

Florida, Miami Springs

Dr. W. B. Grene, AVIC  
USDA/APHIS, Veterinary Services Board  
P.O. Box 660400  
Miami Springs, Florida 33166  
Tel: (305) 592-3211  
FTS: 350-4733

Florida, Key West

Dr. G. E. Krill, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 4120  
Key West, Florida 33040  
Tel: (305) 294-4688  
FTS: 350-4447

Georgia

Dr. Gary P. Combs, AVIC  
USDA/APHIS, Veterinary Services  
GPO Call Box 71355  
Conyers, Georgia 30208  
Tel: (809) 724-0460  
FTS: 753-4932

Kentucky

Dr. G. R. Geyer, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 399  
Frankfort, Kentucky 40601  
Tel: (502) 277-9651  
FTS: 352-5398

Mississippi

Dr. K. R. McEnroe, (Acting) AVIC  
USDA/APHIS, Veterinary Services  
1223 New Federal Building  
Jackson, Mississippi 39269  
Tel: (601) 960-4307  
FTS: 490-4307

North Carolina

Dr. R. A. Rice, AVIC  
USDA/APHIS, Veterinary Services  
3509 Haworth Drive, 3rd Fl., Rm 310  
Raleigh, North Carolina 27609  
Tel: (919) 755-4170  
FTS: 672-4170

Puerto Rico (also Virgin Islands)

Dr. R. W. Bennett, AVIC  
USDA/APHIS, Veterinary Services  
1000 Iris Drive, Suite G  
San Juan, Puerto Rico 00936  
Tel: (404) 922-7860  
FTS: 753-4932

South Carolina

Dr. C. H. Miranda, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 2827  
Columbia, South Carolina 29202  
Tel: (803) 765-5612  
FTS: 677-5612

Tennessee

Dr. J. B. Anderson, AVIC  
USDA/APHIS, Veterinary Services  
P.O. Box 110950  
Nashville, Tennessee 37211  
Tel: (615) 251-5594  
FTS: 852-5594

WESTERN REGION

Dr. E. G. Ongert  
Regional Director

245 East Liberty, Room 300 (Packages)  
Reno, Nevada 89501  
Reno, Nevada 89505

P.O. Box 2730 (Letters only)

Tel: (702) 784-5414  
FTS: 470-5414

Alaska/Washington

Dr. D. A. Mitchell, AVIC  
USDA/APHIS Veterinary Service  
700 Park Village Plaza  
1200 Cooper Point Road, S.W.  
Olympia, Washington 98502  
Tel: (206) 753-9430

Idaho

Dr. R. L. Evinger, AVIC  
USDA/APHIS Veterinary Services  
P.O. Box 9426  
Boise, Idaho 83707  
Tel: (208) 334-1201  
FTS: 554-1201

Arizona

Dr. B. Mathis, AVIC  
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Tel: (602) 261-3391  
FTS: 261-3391

Nevada

Dr. J. E. Thomas, AVIC  
USDA/APHIS Veterinary Services  
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California

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USDA/APHIS Veterinary Services  
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Sacramento, California 95825  
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Oregon

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USDA/APHIS Veterinary Services  
530 Center Street, N.E., Suite 335  
Salem, Oregon 97301  
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FTS: 422-5871

Hawaii

Dr. D. J. Gilhooly, AVIC  
USDA/APHIS Veterinary Services  
300 Ala Moana Boulevard, Room 4320  
Honolulu, Hawaii 96850  
Tel: (808) 546-7529  
FTS: 556-0220

FOOD SAFETY INSPECTION SERVICE

Export of Meat and Poultry Products

USDA inspection of meat and poultry products assures that the product at the time of export certification is sound, properly labeled, U.S. inspected and passed, and meets any and all special requirements of the intended importing country.

Dr. Wallace I. Leary  
Director, Export Coordination Staff  
Meat and Poultry Inspection Operations (MPIO)  
Room 4346-South Building  
Food Safety Inspection Service  
U.S. Department of Agriculture  
Washington, D. C. 20250

Telephone: (202) 447-9051

<u>Assistant Director</u>	-	Dr. Richard Mikita	(202)	447-9052
<u>Staff Officer</u>	-	Dr. D. K. Anderson	(202)	472-7888
<u>Staff Officer</u>	-	Mr. T. C. Lytton	(202)	472-9717
<u>Staff Officer</u>	-	Dr. M. H. Chaudry	(202)	447-9052

U.S. REGIONAL OFFICES

WESTERN REGION:

(Alaska, American Samoa, Arizona, California, Colorado, Guam, Hawaii, Idaho, Mariana, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, and Wyoming)

Dr. D. C. Breeden, Acting Director  
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SOUTHWESTERN REGION:

(Arkansas, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas)

Dr. N. B. Isom, Director  
1100 Commerce Street, Room 5-F41  
Dallas, Texas 75242  
Tel: (214) 767-9116  
FTS: 729-9743

NORTH CENTRAL REGION:

(Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, and Wisconsin)

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SOUTHEASTERN REGION:

(Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia)

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NORTHEASTERN REGION:

(Connecticut, Maine, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Puerto Rico, Rhode Island, Virginia, and Vermont)

Dr. M. C. McNay, Director  
1421 Cherry Street, 7th Floor  
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Tel: (215) 597-4217  
FTS: 579-4217

## FOOD QUALITY ACCEPTANCE SERVICE

The Food Quality Acceptance Service, provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user fee basis, foreign buyers must submit to AMS the specification or contract in advance. AMS will review the contract and will work with the buyers in writing a contract or specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract.

USDA has grade standards for a wide variety of food products, including dairy products, fresh and processed fruits and vegetables, meat, poultry, and shell eggs.

### Contacts for AMS Acceptance Services

#### Poultry & Egg

Donald A. Niebuhr, Chief  
Poultry Grading Branch  
Poultry Division, AMS  
Room 3938-S  
Washington, D.C. 20250  
Tel: (202) 447-3271

#### Dairy

George W. Fry, Chief  
Dairy Grading Branch  
Dairy Division, AMS  
Room 2945-S  
Washington, D.C. 20250  
Tel: (202) 447-3171

#### Fruit and Vegetable

Michael Castille, Chief  
Fresh Products Branch  
Fruit & Vegetable Division, AMS  
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Tel: (202) 447-5870

#### Meat Grading

David K. Hallett, Chief  
Meat Grading and Certification Branch  
Livestock, Meat, Grain and Feed Division, AMS  
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Tel: (202) 382-1246

Joe A. Fly, Chief  
Processed Products Branch  
Fruit & Vegetable Division, AMS  
Room 0717-S  
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## ECONOMIC RESEARCH SERVICE (ERS)

### International Economics Division

The International Economics Division (IED) of the ERS conducts research and analysis of international agricultural and economic developments. IED analyzes the supply and demand of internationally traded agricultural commodities; collects and interprets current information on agricultural and economic developments. IED also forecasts utilization, stocks, trade, and prices for food and agricultural products for the world, regions, and individual countries. Analysis and research are conducted in support of foreign market development.

The International Economics Division is organized into six regional and three functional branches. Each regional branch focuses on a particular geographical area and conduct research analysis and intelligence missions. The functional branches cover agricultural development, trade policy, and world analysis.

Dr. T. Kelley White, Director  
International Economics Division  
Economic Research Service  
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Washington, D. C. 20250

Tel: (202) 447-8474

To receive information about the Economic Research Service's publications and technical reports, write or call:

Information Staff  
Economic Research Service  
U.S. Department of Agriculture  
500 12th Street, S.W., Room 348  
Washington, D.C. 20250

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## AGRICULTURAL RESEARCH SERVICE

The Agricultural Research Service works to improve farm production, processing, and marketing. Activities of particular interest to exporters include information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control, and pesticide residues for domestic and foreign marketing. ARS publishes studies on the best ways to select, pack, and ship for export.

### Agricultural Research Service

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Post Harvest Quality, Horticultural Crops  
Room 140, B-005, BARC-W  
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Dr. Mary E. Carter, Assoc. Admin.  
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#### Southern Region

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#### Western Region

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## STATE ORGANIZATIONS

### NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA)

The National Association of State Departments of Agriculture (NASDA) is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the Trust Territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four trust territories.

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NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA) (Continued)

Reagan V. Brown, Commissioner, Southern Region, Texas Department of  
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Richard E. Rominger, Director, Western Region, California Department of  
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Penrose Hallowell, Secretary, Northeastern Region, Pennsylvania Department  
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Stuart B. Hardy, Assistant Executive Secretary  
D. M. Burkhead, Administrative Assistant

NATIONAL FOOD AND AGRICULTURE EXPOSITION

NASDA, in cooperation with the Foreign Agricultural Service, is sponsoring an  
exposition in Atlanta, Georgia, May 17-19, 1983, to attract foreign food  
buyers. U.S. firms interested in further details should contact Mr. Sidney  
Miller, Exhibit Director, at the NASDA address indicated above.

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO)

NAMO is an affiliate of the National Association of State Departments of  
Agriculture established to develop a broad program of services and improve  
marketing of agricultural products. Executive membership is made up of heads  
of State agencies responsible for marketing in domestic and international  
trade.

PRESIDENT

Gail K. Danilson, Iowa Department of Agriculture

1st VICE PRESIDENT

John J. Fitzgerald, Massachusetts Department of Food and Agriculture

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO) (Continued)

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EASTERN U.S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

Ten Northeastern State departments of agriculture formed this organization to promote the exports of food and other agricultural products from: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

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Penrose Hallowell, Pennsylvania Department of Agriculture

VICE-PRESIDENT

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COMMITTEE MEMBER

George M. Dunsmore, Vermont Department of Agriculture

EASTERN U.S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC) (Continued)

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Telex: 420859 EUSAFEC

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(VACANT), Assistant to the Director

MID-AMERICA INTERNATIONAL AGRI-TRADE COUNCIL (MIATCO)

The Mid-America International Agri-Trade Council, Inc. (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

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VICE-PRESIDENT

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Harlan Priddle, Kansas Department of Agriculture

TREASURER

LaVerne Ausman, Wisconsin Department of Agriculture

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TWX: 910-221-5686

LaVerne E. Brabant, Executive Director  
David A. Tyler, Assistant to the Director

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA)

SUSTA is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico formed to promote food and other agricultural exports from its member States: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia and West Virginia.

PRESIDENT

Thomas T. Irvin, Georgia Department of Agriculture

VICE-PRESIDENT

James A. Graham, North Carolina Department of Agriculture

SECRETARY-TREASURER

Wayne A. Cawley, Jr., Maryland Department of Agriculture

EXECUTIVE COMMITTEE

McMillan Lane, Alabama Department of Agriculture and Industries  
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Raymond Lozano, Executive Director  
(VACANT), Assistant to the Director

WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION (WUSATA)

Eight Western State departments of agriculture and one territory formed WUSATA to promote food and other agricultural exports from its member States: Alaska, California, Hawaii, New Mexico, Oregon, Utah, Washington and Wyoming. American Samoa is also a member.

PRESIDENT

Leonard Kunzman, Oregon Department of Agriculture

VICE-PRESIDENT

Richard E. Rominger, California Department of Food and Agriculture

SECRETARY/TREASURER

M. Keith Ellis, Washington Department of Agriculture

HEADQUARTERS

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Vancouver, Washington 98665  
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Dr. James Youde, Executive Director  
Bruce Prengruber, Assistant to the Director



STATE DEPARTMENTS OF AGRICULTURE

(This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development.)

Alabama Department of Agriculture  
and Industries

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Montgomery, Alabama 36193-0001

McMillan Lane, Commissioner  
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Division of Marketing  
Tel: (205) 832-3757

Myron W. Whigham, Assistant Director  
Division of Marketing  
Tel: (205) 832-3757

Alaska Department of Natural Resources  
Division of Agriculture

Pouch A  
Wasilla, Alaska 99687

Dominic L. Carney, Director  
Tel: (907) 376-3276

\*Edward D. Kern, Development Specialist  
Tel: (907) 376-3276

American Samoa Government  
(Department of Agriculture)

P.O. Box 366  
Pago Pago, American Samoa 96799

Pemerika L. Tauiliili, Director  
Tel: 633-5276  
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Arizona Office of Economic Planning  
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1700 West Washington, Room 400  
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Phoenix, Arizona 85007

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Tel: (602) 255-4331

\*William F. Kane, Director  
International Trade  
Tel: (602) 255-3737

Dirk Moonen, International  
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Arkansas State Plant Board

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\*Robert W. Anderson, Director  
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Arkansas Industrial Development  
Commission (International Marketing)

One Capitol Mall  
Little Rock, Arkansas 72201

Maria Haley, Director  
Tel: (501) 371-7678

\*David C. Smith, International  
Agricultural Marketing  
Tel: (501) 371-3571  
Telex: 53-6433 AIDC LRK

\*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

California Department of Food and  
Agriculture

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Sacramento, California 95814

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Jed A. Adams, Assistant Director  
Division of Marketing Services  
Tel: (916) 445-2491

\*Harry J. Krade, Assistant Director  
Tel: (916) 445-0682

Colorado Department of Agriculture

406 State Services Building  
1525 Sherman Street  
Denver, Colorado 80203

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Division of Markets  
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Connecticut Department of Agriculture

State Office Building  
Hartford, Connecticut 06115

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Delaware Department of Agriculture

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Donald J. Lynch, Secretary  
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\*Robert C. Berry, Director  
Division of Production and Promotion  
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Florida Department of Agriculture and  
Consumer Services

State Capitol  
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Doyle Conner, Commissioner  
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Telex: 810-931-3655

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Bureau of Technical Marketing  
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Georgia Department of Agriculture

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Georgia Department of Agriculture  
(Continued)

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Guam Department of Agriculture

Government of Guam---USA  
Agana, Guam 96910

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Illinois Department of Agriculture

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Springfield, Illinois 62706

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John Riley, Assistant Director  
Tel: (217) 782-2172

Jeffrey Idleman, Superintendent  
Division of Marketing and Agri-  
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\*Richard Vogen  
Export Representative  
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Telex: 910-242-0514

Mark Randall, Information Officer  
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Indiana State Department of Commerce  
Indiana Division of Agriculture

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Kansas State Board of Agriculture  
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Daniel Harlan, Deputy Commissioner  
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Bureau of Agricultural Marketing  
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John K. Jones, Acting Director  
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Maryland Department of Agriculture

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Maryland Department of Agriculture (Continued)

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Bradley Powers, Assistant Director  
Marketing Services Section  
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\*Richard H. Baker, Jr., International  
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James M. Cassidy, Assistant Director  
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Lansing, Michigan 48909

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\*Randy Harmson, Acting, Chief  
Marketing and International  
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Ming W. Wu, Chief  
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Michigan Department of Agriculture  
(Continued)

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Eugene Ruff, Domestic Services  
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Tel: (517) 373-1054

Minnesota Department of Agriculture

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Saint Paul, Minnesota 55107

Mark W. Seetin, Commissioner  
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Rollin Dennistoun, PhD., Deputy  
Commissioner  
Tel: (612) 296-2810

\*Richard Tretsven, Acting Director  
Marketing Services Division  
Tel: (612) 296-1696

Henry J. Pawlowski, Director  
International Trade Division  
Tel: (612) 297-3920  
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Robert D. Lunt, Economist  
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Mississippi Department of Agriculture  
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Jackson, Mississippi 39205

Jim Buck Ross, Commissioner  
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\*Fred Huff, Director of Market  
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Mississippi Department of Agriculture  
and Commerce (Continued)

Roy Manning, Export Trade  
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Mississippi Marketing Council

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Missouri Department of Agriculture

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Montana Department of Agriculture

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\*Organizations currently operating under the Project Agreement with the National Forest Product Association.

CONTRACTORS UNDER MARKET DEVELOPMENT:

EXPORT INCENTIVE PROGRAM

The Export Incentive Program (EIP) assist private U.S. firms in promoting their branded products overseas, thereby helping to develop, maintain, or expand export markets for U.S. agricultural products. Under the program, FAS reimburses firms for a portion of their export promotion expenditures. Reimbursement is determined by the level of exports and promotional activities. Approval of a program is based on criteria such as the probable success in maintaining or increasing consumption of U.S. products, long-range contributions to U.S. agricultural exports, the importance of the exports to U.S. agriculture and the balance of payments, and competition in the export markets. The current list of participants, and the eligible products involved, are the following:

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(WINE)

AMERICAN FOODS INTERNATIONAL

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(GREEN PEPPERS)

BUD ANTLE, INC.

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(FRESH VEGETABLES)

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GREEN GIANT COMPANY

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(PROCESSED VEGETABLES)

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## INTERNATIONAL BROKERS OR SELLERS

Export Management Companies (EMC), also referred to as Combination Export Management Companies (CEM), provide valuable service to U.S. manufacturers who export or want to export. Generally, they act either as an export agent for one or more U.S. companies, or they may take actual possession of products to be exported.

An EMC or a CEM can perform one or more of the following services in behalf of U.S. manufacturers and their products:

- . Find the overseas buyer through personal contact or through an overseas agency relationship.
- . Provide marketing data tailored to specific world areas and products.
- . Represent the U.S. manufacturer in overseas trade circles and at overseas promotional events sponsored by the Foreign Agricultural Service.
- . Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.
- . Serve, in effect, as the "export department" for the U.S. company.

The designation EMC or CEM does not apply to all such companies. Some companies refer to themselves as export brokers, international brokers, or by some other name.

We have not attempted to list these companies. There are too many of them, and because of almost daily changes, the list would be obsolete before it was published. Your State department of agriculture can direct you to the companies serving your area.

## NATIONAL MARINE FISHERIES SERVICE

As part of the National Oceanic and Atmospheric Administration within the Department of Commerce, the National Marine Fisheries Service (NMFS) has been the leading U.S. Government agency in export services for fisheries products. Within NMFS, the Export and Domestic Market Development Branch of the Fisheries Utilization and Development Division directs the services and projects designed to expedite and increase the sales of U.S. seafood abroad. The services provided include, identification of foreign market opportunities, analysis of tariffs and other trade barriers, and sponsorship of sales missions and participants in trade shows in foreign countries.

Ongoing projects will provide computerized listings of U.S. seafood products and producers for export use, and multilingual promotional information for several species of U.S. fish food. Staff members include experts in fisheries product markets throughout Europe and Asia who work closely with a network of other government and industry agencies to provide current information on export opportunities. The National Marine Fisheries Service encourages inquiries for all sectors of the fishery and export industries so that it may be aware of their needs and respond to them in a timely fashion. For further information contact:

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National Marine Fisheries Service  
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These offices in the U.S. Department of Commerce promotes and assist U.S. trade and investment overseas through trade missions, exhibits, and other means. They provide services to exporters such as overseas business reports and trade lists, listings of trade opportunities in foreign markets, and reports on individual traders overseas.

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Federal Office Building, Rm. 3718  
26 Federal Plaza, Foley Square  
New York, New York 10278  
Tel: (212) 264-0634  
FTS: 264-0600

NORTH CAROLINA

Joel B. New, Director  
203 Federal Building  
West Market Street  
P.O. Box 1950  
Greensboro, North Carolina 27403  
Tel: (919) 378-5345  
FTS: 699-5345

OHIO

Gordon B. Thomas, Director  
10504 Federal Office Building  
550 Main Street  
Cincinnati, Ohio 45202  
Tel: (513) 684-2944  
FTS: 684-2944

Zelda W. Milner, Director  
666 Euclid Avenue, Room 600  
Cleveland, Ohio 44114  
Tel: (216) 522-4750  
FTS: 293-4750

\*OKLAHOMA (Dallas, Texas District)  
4024 Lincoln Boulevard  
Oklahoma City, Oklahoma 73105  
Tel: (405) 231-5302  
FTS: 736-5302

OREGON

Lloyd R. Porter, Director  
1220 S.W. 3rd Avenue, Room 618  
Portland, Oregon 97204  
Tel: (503) 221-3001  
FTS: 423-3001



PENNSYLVANIA

Patrick P. McCabe, Director  
9448 Federal Building  
600 Arch Street  
Philadelphia, Pennsylvania 19106  
Tel: (215) 597-2866

William M. Bradley, Director  
2002 Federal Building  
1000 Liberty Avenue  
Pittsburgh, Pennsylvania 15222  
Tel: (412) 644-2850  
FTS: 722-2850

PUERTO RICO

J. Enrique Vilella, Director  
Federal Building, Room 659  
San Juan (Hato Rey), Puerto Rico 00918  
Tel: (809) 753-4555  
FTS: Dial 9/472-6620  
(Ask for 753-4555)

\*RHODE ISLAND(Boston, Massachusetts  
District)

7 Jackson Walkway  
Providence, Rhode Island 02903  
Tel: (401) 277-2605, ext. 22  
FTS: 838-4482

SOUTH CAROLINA

Margaret A. Patrick, Director  
Strom Thurmond Fed. Bldg., Suite 172  
1835 Assembly Street  
Columbia, South Carolina 29201  
Tel: (803) 765-5345  
FTS: 677-5345

\*505 Federal Building  
334 Meeting Street  
Charleston, South Carolina 29403  
Tel: (803) 677-4361  
FTS: 677-4361

\*P.O. Box 10048  
Greenville, South Carolina 29403  
Tel: (803) 235-5919

TENNESSEE

Bradford H. Rice, Director  
147 Jefferson Avenue, Room 710  
Memphis, Tennessee 38103  
Tel: (901) 521-3213  
FTS: 222-3213

Andrew Jackson Office Bldg., Rm. 1020  
Nashville, Tennessee 37219  
Tel: (615) 251-5161  
FTS: 852-5161

TEXAS

C. Carmon Stiles, Director  
Room 7A5  
1100 Commerce Street  
Dallas, Texas 75242  
Tel: (214) 767-0542  
FTS: 729-0542

Felicito C. Guerrero, Director  
2625 Federal Building, Courthouse  
515 Rusk Street  
Houston, Texas 77002  
Tel: (713) 226-4231  
FTS: 527-4231

UTAH

Stephen P. Smooth, Director  
U.S. Courthouse  
350 S. Main Street  
Salt Lake City, Utah 84101  
Tel: (801) 524-5116  
FTS: 588-5116

VIRGINIA

Philip A. Ouzts, Director  
8010 Federal Building  
400 North 8th Street  
Richmond, Virginia 23240  
Tel: (804) 771-2246  
FTS: 925-2246

\*8550 Arlington Boulevard  
Fairfax, Virginia 22031  
Tel: (703) 560-6460  
FTS: 235-1519



WASHINGTON

Eric C. Silberstein, Director  
Lake Union Building, Room 706  
1700 Westlake Avenue, North  
Seattle, Washington 98109  
Tel: (206) 442-5616  
FTS: 399-5615  
FOMC 399-5910/11

WEST VIRGINIA

Roger L. Fortner, Director  
3000 New Federal Building  
500 Quarrier Street  
Charleston, West Virginia 25301  
Tel: (304) 343-6181  
FTS: 924-1375

WISCONSIN

Russell H. Leitch, Director  
Federal Building/U.S. Courthouse  
517 East Wisconsin Avenue  
Milwaukee, Wisconsin 53202  
Tel: (414) 291-3473  
FTS: 362-3473

WYOMING

Lowell O. Burns, Director  
6022 O'Mahoney Federal Center  
2120 Capitol Avenue  
Cheyenne, Wyoming 82001  
Tel: (307) 778-2220, ext. 2151  
FTS: 328-2151

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES OF  
COUNTRIES THAT ARE MAJOR IMPORTERS OF U.S. AGRICULTURAL PRODUCTS

Embassies can provide general information on economic and political conditions, duties, regulations and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the Foreign Consulates located at many of the leading U.S. ports.

AFGHANISTAN

Embassy of the Democratic Republic  
of Afghanistan  
2341 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-3770

BAHAMAS

Embassy of the Commonwealth  
of the Bahamas  
600 New Hampshire Ave., N.W., Suite 865  
Washington, D.C. 20037  
Tel: (202) 338-3940

ALGERIA

Embassy of the Democratic and  
Popular Republic of Algeria  
2118 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 328-5300

BAHRAIN

Embassy of the State of Bahrain  
3502 International Drive, N.W.  
Washington, D.C. 20008  
Tel: (202) 342-0741

ARGENTINA

Embassy of the Argentine Republic  
1600 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-0705

BANGLADESH

Embassy of the People's Republic  
of Bangladesh  
3421 Massachusetts Avenue, N.W.  
Washington, D.C. 20007  
Tel: (202) 337-6644

AUSTRALIA

Embassy of Australia  
1601 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 797-3000

BARBADOS

Embassy of Barbados  
2144 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 367-7374

AUSTRIA

Embassy of Austria  
2343 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4474

BELGIUM

Embassy of Belgium  
3330 Garfield Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 333-6900

BELIZE

Embassy of Belize  
1129 - 20th Street, N.W.  
Washington, D.C. 20036  
Tel: (202) 347-4465

BENIN

Embassy of the People's Republic  
of Benin  
2737 Cathedral Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-6656

BOLIVIA

Embassy of Bolivia  
3014 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4410

BOTSWANA

Embassy of the Republic of Botswana  
4301 Connecticut Avenue, N.W.  
Suite 404  
Washington, D.C. 20008  
Tel: (202) 244-4990

BRAZIL

Brazilian Embassy  
3006 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 797-0100

BULGARIA

Embassy of the People's Republic  
of Bulgaria  
1621 22nd Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-7969

BURMA

Embassy of the Socialist Republic  
of the Union of Burma  
2300 S. Street, N.W.  
Tel: (202) 332-9044

BURUNDI

Embassy of the Republic of  
Burundi  
2233 Wisconsin Avenue, N.W., Suite 212  
Washington, D.C. 20007  
Tel (202) 342-2574

CAMEROON

Embassy of the United Republic  
of Cameroon  
2349 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-8790

CANADA

Embassy of Canada  
1746 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 785-1400

CAPE VERDE

Embassy of the Republic of  
Cape Verde  
1211 Connecticut Ave., N.W., Suite 810  
Washington, D.C. 20036  
Tel: (202) 659-3148/9

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic  
1618 22nd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-7800

CEYLON

(See SRI LANKA)

CHAD

Embassy of the Republic of Chad  
2002 R Street, N.W., Suite 320  
Washington, D.C. 20009  
Tel: (202) 462-4009

CHILE

Embassy of Chile  
1732 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 785-1746

CHINA

Embassy of the People's Republic  
of China  
2300 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 328-2500

COLOMBIA

Embassy of Colombia  
2118 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-8338

CONGO, PEOPLE'S REPUBLIC OF

Embassy of the People's Republic  
of the Congo  
4891 Colorado Avenue, N.W.  
Washington, D.C. 20011  
Tel: (202) 726-5500

COSTA RICA

Embassy of Costa Rica  
2112 S Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2945

CYPRUS

Embassy of Cyprus  
2211 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of the Czechoslovak Socialist  
Republic  
3900 Linnean Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 363-6315

DAHOMEY

(See Benin)

DENMARK

Royal Danish Embassy  
3200 Whitehaven Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-4300

DOMINICAN REPUBLIC

Embassy of the Dominican Republic  
1715 22nd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-6280

ECUADOR

Embassy of Ecuador  
2535 15th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-7200

EGYPT

Embassy of the Arab Republic  
of Egypt  
2310 Decatur Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-5400

EL SALVADOR

Embassy of El Salvador  
2308 California Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-3480

ETHIOPIA

Embassy of Ethiopia  
2134 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2281

FIJI

Embassy of Fiji  
1140 19th Street, N.W., 6th Fl.  
Washington, D.C. 20036  
Tel: (202) 296-3928

FINLAND

Embassy of Finland  
3216 New Mexico Avenue, N.W.  
Washington, D.C. 20016  
Tel: (202) 363-2430

FRANCE

Embassy of France  
2535 Belmont Road, N.W.  
Washington, D.C. 20008  
Tel: (328-2600

GABON

Embassy of the Gabonese Republic  
2034 20th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 797-100

GAMBIA, THE

Embassy of the Gambia  
1785 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 265-3252

GERMANY, Democratic Republic of (EAST)

Embassy of the German Democratic Republic  
1717 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 232-3134

GERMANY, Federal Republic of (WEST)

Embassy of the Federal Republic  
of Germany  
4645 Reservoir Road, N.W.  
Washington, D.C. 20007  
Tel: (202) 298-4000

GHANA

Embassy of Ghana  
2460 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-0761

GREAT BRITAIN

British Embassy  
3100 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-1340

GREECE

Embassy of Greece  
2221 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-3168

GRENADA

Embassy of Grenada  
1704 R Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 265-2561

GUATEMALA

Embassy of Guatemala  
2220 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea  
2112 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-9420

GUYANA

Embassy of Guyana  
2490 Tracy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-6900

HAITI

Embassy of Haiti  
2311 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-4090

HONDURAS

Embassy of Honduras  
4301 Connecticut Avenue, N.W.  
Suite 100  
Washington, D.C. 20008  
Tel: (202) 966-7700

HUNGARY

Embassy of the Hungarian Peoples'  
Republic  
3910 Shoemaker Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 362-6730

ICELAND

Embassy of Iceland  
2022 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: 265-6653

INDIA

Embassy of India  
2107 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia  
2020 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 293-1745

IRELAND

Embassy of Ireland  
2234 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-3939

ISRAEL

Embassy of Israel  
3514 International Drive, N.W.  
Washington, D.C. 20008  
Tel: (202) 364-5500

ITALY

Embassy of Italy  
1601 Fuller Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 328-5500

IVORY COAST

Embassy of the Republic  
of the Ivory Coast  
2424 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-2400

JAMAICA

Embassy of Jamaica  
1850 K Street, N.W., Suite 355  
Washington, D.C. 20006  
Tel: (202) 452-0660



JAPAN

Embassy of Japan  
2520 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2266

JORDAN

Embassy of the Hashemite Kingdom  
of Jordan  
2319 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-1606

KENYA

Embassy of Kenya  
2249 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-6101

KOREA

Embassy of Korea  
2320 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-7383

KUWAIT

Embassy of the State of Kuwait  
2940 Tilden Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 966-0702

LAOS

Embassy of the Lao Peoples'  
Democratic Republic  
2222 S Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-6416

LEBANON

Embassy of Lebanon  
2560 28th Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-8600

LESOTHO

Embassy of the Kingdom of Lesotho  
Caravel Building, Suite 300  
1601 Connecticut Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-4190

LIBERIA

Embassy of the Republic of Liberia  
5201 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 723-0437

LUXEMBOURG

Embassy of Luxembourg  
2200 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-4171

MADAGASCAR

Embassy of the Democratic Republic  
of Madagascar  
2374 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-5525

MALAWI

Malawi Embassy  
1400 20th Street, N.W.  
Bristol House  
Washington, D.C. 20036  
Tel: (202) 296-5530

MALAYSIA

Embassy of Malaysia  
2401 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 328-2700



MALI

Embassy of the Republic of Mali  
2130 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-2249

MALTA

Embassy of Malta  
2017 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic  
of Mauritania  
2129 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius  
4301 Connecticut Avenue, N.W.  
Suite 134  
Washington, D.C. 20008  
Tel: (202) 244-1491

MEXICO

Embassy of Mexico  
2829 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco  
1601 21st Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy  
2131 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands  
4200 Linnean Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 244-5300

NEW ZEALAND

Embassy of New Zealand  
37 Observatory Circle, N.W.  
Washington, D.C. 20008  
Tel: (202) 328-4800

NICARAGUA

Embassy of Nicaragua  
1627 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger  
2204 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria  
2201 M Street, N.W.  
Washington, D.C. 20007  
Tel: (202) 822-1500

NORWAY

Royal Norwegian Embassy  
2710 34th Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 333-6000

OMAN

Embassy of the Sultanate of Oman  
2342 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-1980

PAKISTAN

Embassy of Pakistan  
2315 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-8330

PANAMA

Embassy of Panama  
2862 McGill Terrace, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-1407

PAPUA NEW GUINEA

Embassy of Papua New Guinea  
1140 19th Street, Suite 503  
Washington, D.C. 20036  
Tel: (202) 659-0856

PARAGUAY

Embassy of Paraguay  
2400 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-6960

PERU

Embassy of Peru  
1700 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines  
1617 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 483-1414

POLAND

Embassy of the Polish Peoples'  
Republic  
2640 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-3800

PORTUGAL

Embassy of Portugal  
2125 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-1643

QATAR

Embassy of the State of Qatar  
600 New Hampshire Avenue, N.W.  
Suite 1180  
Washington, D.C. 20037  
Tel: (202) 338-0111

ROMANIA

Embassy of the Socialist Republic  
of Romania  
1607 23rd Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 232-4747

RWANDA

Embassy of the Republic of Rwanda  
1714 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 232-2882

SAUDI ARABIA

Embassy of Saudi Arabia  
1520 18th Street, N.W.  
Washington, D.C. 20036  
Tel: (202) 483-2100

SENEGAL

Embassy of the Republic of Senegal  
2112 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-0540

SIERRA LEONE

Embassy of Sierra Leone  
1701-19th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 265-7700

SINGAPORE

Embassy of the Republic of Singapore  
1824 R Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 667-7555

SOMALIA

Embassy of the Somali Democratic  
Republic  
600 New Hampshire Ave., N.W., Suite 710  
Washington, D.C. 20037  
Tel: (202) 234-3261

SOUTH AFRICA

Embassy of South Africa  
3051 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-4400

SPAIN

Embassy of Spain  
2700 15th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 265-0190

SRI LANKA

Embassy of the Democratic Socialist  
Republic of Sri Lanka  
2148 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4025

SUDAN

Embassy of the Democratic Republic  
of the Sudan  
2210 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 338-8565

SURINAM

Embassy of the Republic of Surinam  
2600 Virginia Avenue, N.W.  
Washington, D.C. 20037  
Tel: (202) 338-6980

SWAZILAND

Embassy of the Kingdom of Swaziland  
4301 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden  
600 New Hampshire Avenue, N.W.  
Suite 1200  
Washington, D.C. 20037  
Tel: (202) 298-3500

SWITZERLAND

Embassy of Switzerland  
2900 Cathedral Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic  
2215 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-6313

TANZANIA

Embassy of the United Republic of  
Tanzania  
2139 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-0501

THAILAND

Embassy of Thailand  
2300 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo  
2208 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-4212

TRINIDAD and TOBAGO

Embassy of Trinidad and Tobago  
1708 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 467-6490

TUNISIA

Embassy of Tunisia  
2408 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey  
1606 23rd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda  
5909 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet  
Socialist Republics  
1125 16th Street, N.W.  
Washington, D.C. 20036  
Tel: (202) 628-7551

UNITED ARAB EMIRATES

Embassy of the United Arab Emirates  
600 New Hampshire Avenue, N.W.  
Suite 740  
Washington, D.C. 20037  
Tel: (202) 338-6500

UPPER VOLTA

Embassy of the Republic of Upper  
Volta  
2340 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-5577

URUGUAY

Embassy of Uruguay  
1918 F Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 331-1313

VENEZUELA

Embassy of Venezuela  
2445 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 797-3800

YEMEN

Embassy of the Yemen Arab Republic  
600 New Hampshire Avenue, N.W.  
Suite 860  
Washington, D.C. 20037  
Tel: (202) 965-4760

YUGOSLAVIA

Embassy of the Socialist Federal  
Republic of Yugoslavia  
2410 California Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire  
1800 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia  
2419 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-9717

ZIMBABWE

Embassy of Zimbabwe  
2852 McGill Terrace, N.W.  
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